

Message Text

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PAGE 01 GEORGE 01542 151944Z

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ACTION COME-00

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FM AMEMBASSY GEORGETOWN

TO SECSTATE WASHDC 8962

LIMITED OFFICIAL USE GEORGETOWN 1542

E.O. 11652: DECONTROL UPON RECEIPT

TAGS: ECRP, BGEN, GY

DEPT PASS USDOC

1. IN RECENT DISCUSSION WITH HEAD OF GOG'S EXTERNAL TRADE BUREAU(ETB), GUYANA'S STATE TRADING AGENCY, EMBOFF LEARNED OF GOG INTEREST IN ESTABLISHING A CEMENT CRUSHING PLANT HERE. OBJECT IS TO IMPORT CEMENT CLINKERS, CRUSH THEM, AND ADD SETTING SUBSTANCES LOCALLY. ETB CHIEF STATE PRELIMINARY DISCUSSIONS UNDERWAY WITH INTERESTED US FIRM (LONE START CEMENT CO.).

2. ACCORDING TO GOG OFFICIAL CLINKERS MORE READILY AVAILABLE THAN FULLY PROCESSED CEMENT. PRODUCERS PREFER TO SELL CLINKERS AND THEREBY AVOID STORAGE LOSSES WHICH OCCUR WITH FULLY PROCESSED. GUYANA NOW IMPORTS ALL CEMENT NEEDS. LAST YEARS IMPORTS WERE \$3.4 MILLION(US) WITH ONLY SMALL AMOUNT FROM US.

3. FOR COMMERCE

WHILE GOG UNWILLING TO DISCUSS DETAILS OF ITS DEALINGS WITH LONE START, EMBASSY LEARNED THAT IT OFFERED FIRM A MINORITY INTEREST IN PLANT AS WELL AS LONG-TERM SUPPLY CONTRACT. US FIRM WOULD OF COURSE GET CONTRACT TO DEVELOP CRUSHING FACILITY. ETB HEAD TENDS TO EXAGGERATE, AND GOG MAY BE LONG WAY FROM ANY MEANINGFUL BUSINESS NEGOTIATIONS WITH LONE STAR. NEVERTHELESS, COMMERCE MAY WISH TO NOTIFY OTHER US FIRMS OF POTENTIAL FOR TURN-KEY SALE CEMENT CRUSHING PLANT. KING

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